

AUDIO VISUAL SERVICES

The Biltmore Hotel

CORAL GABLES
WESTIN HOTELS & RESORTS®



PROVIDED BY



Southern
Audio
Visual

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AUDIO VISUAL SERVICES

Since 1947, Southern Audio Visual has been providing the very best service, product and price for our clients' audio visual and business equipment needs, with offices in Miami, Ft. Lauderdale, Palm Beach, Orlando, and Atlanta. Our primary goal is to provide each client with the most up-to-date audio visual equipment available, along with the necessary support services and technicians to ensure the success of your meeting, convention or exhibition. Our prime location here in the hotel ensures that someone will be available to handle any additional equipment or requests that may be needed. Simply contact your Convention Service Staff Member or Dial (305) 445-1926 ext. 1741, to speak with our Director of Sales & Audio Visual Services.

RENTAL PROCEDURES: All equipment will be installed and a service fee of 19% will be charged on all equipment rentals. Installations that require specialized equipment and/or one hour or more revert to hourly rates. Charges for audio visual services will be billed directly to the client and in accordance with Southern Audio Visual's credit terms. **ALL PRICES LISTED ARE PER ROOM PER DAY UNLESS OTHERWISE NOTED AND ARE SUBJECT TO CHANGE WITHOUT NOTICE.**

SLIDE PROJECTORS

35mm Slide Projectors w/stand, wired remote, 4" - 8" Zoom and Spare Lamp	\$ 48.00
35mm Britelite Projector	\$ 63.00
Audio Viewer with Cassette Caramate	\$ 47.00
Xenon High Intensity Slide Projector	\$ 205.00
Wireless Remote	\$ 26.00
Universal Slide Tray	\$ 4.00
Long and Short Throw Lenses	\$ 26.00

OVERHEAD PROJECTORS

Overhead Projector w/Dual Lamp	\$ 48.00
Hi-Intensity Overhead Projector w/Dual Lamp	\$ 92.00
High-Intensity Solar Deluxe Overhead w/Dual Lamp	\$ 123.00

DRAPING

Black Drape in Stock, \$13.00 per linear ft. for up to 7 days.
Labor additional. Screen masking available upon request.

LIGHTING

Follow Spot	\$ 77.00
Podium Lighting Kit (4 Lekos, 2 Trees, 1 Dimmer Control, 2 Dimmer Packs)	\$ 205.00

In Addition, SAV carries a complete line of Lighting, Truss, Chain Motors and Spot Lights.

CALL FOR YOUR SPECIFIC APPLICATION

PROJECTION SCREENS

5' x 5' Tripod Screen	\$ 23.00
6' x 6' Tripod Screen	\$ 26.00
7' x 7' Tripod Screen	\$ 30.00
8' x 8' Tripod Screen	\$ 32.00
10' x 10' Cradle Screen	\$ 60.00

FAST FOLD SCREENS WITH DRESS KITS

6' x 8'	\$ 102.00
7.5' x 10'	\$ 122.00
9' x 12'	\$ 142.00
10' x 10'	\$ 162.00
12' x 12'	\$ 165.00

A minimum of one hour labor charge (2 technicians) for installation and dismantle of fast-fold screens

VIDEO & DATA PROJECTION

46" PROJECTION CABINET	\$ 355.00
LCD ONE GUN PROJECTION (800 X 600)	\$ 575.00
LCD ONE GUN PROJECTION (1024 X 768)	\$ 625.00
Sony 1042/44Q Video Projector	\$ 600.00
Sony D50/1252 Data Projector	\$ 750.00
Sony 1270/71Q Graphic Projector	\$ 900.00

Screen source, dismantle, and operator additional. May require SAV operator. A minimum of three hour labor charge for installation and dismantle of projectors.

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VIDEO EQUIPMENT

20" Combo VCR Monitor	\$ 60.00
1/2" VHS Package w/VHS, 27" Monitor & Skirted Cart	\$ 160.00
3/4" Video Package w/27" Monitor & Skirted Cart	\$ 170.00
1/2" VHS Player/Recorder	\$ 78.00
1/2" VHS Player/Recorder w/Repeat	\$ 87.00
1/2" VHS SECAM, PAL	\$ 127.00
3/4" Player only	\$ 87.00
3/4" Player/Recorder	\$ 105.00
27" Color Monitor	\$ 85.00
32" Color Monitor	\$ 155.00
35" Color Monitor	\$ 255.00
Camcorder	\$ 177.00
Industrial Video Cameras	From \$ 350.00
Video Light Kit	\$ 52.00
Video Tripod	\$ 42.00
Video Cart w/Skirt	\$ 16.00

AUDIO EQUIPMENT

Handheld Microphones	\$ 27.00
Lavalier Microphones	\$ 33.00
Wireless Microphone (Handheld or Lavalier)	\$ 132.00
4-Channel Microphone Mixer	\$ 32.00
12-Channel Mixer	\$ 100.00
Sound Package (2 Speakers, 2 Stands, Mono Amp. Mic.)	\$ 182.00
Slide/Sync Cassette Player/Recorder	\$ 47.00
Stereo Cassette Deck	\$ 47.00
CD Player	\$ 47.00
Tascam 133B Cassette 4 Channel	\$ 86.00
Tascam 34B Reel-to-Reel 4 Channel	\$ 86.00
Patch Per Microphone Into House System without SAV Microphones	\$ 50.00

WE FEATURE APOGEE SOUND SYSTEMS - CALL FOR QUOTES

COMMUNICATION EQUIPMENT

Clear Com Base Station W/Headset	\$ 47.00
Headset with Belt Pack	\$ 32.00
Two-Way Handheld Portable Radios	\$ 27.00

MEETING ACCESSORIES

Laser Pointer	\$ 52.00
Projection Stand	\$ 13.00
C90 Audio Cassettes	\$ 7.00
VHS T120 Cassette Tapes	\$ 13.50
Speaker Lecture Timers	\$ 47.00
Acetate Sheets (25)	\$ 15.00
Acetate Makers	\$ 3.00
Flip Chart Easels w/Pad & 2 Markers	\$ 26.00
Flip Chart Pads	\$ 12.00
Felt Tip Markers	\$ 2.50
4' x 6' Whiteboard/Corkboard	\$ 56.00
Dry Eraser Markers	\$ 3.00
Display Easels	\$ 12.00

DATA DISPLAYS

RGB Interface	\$ 75.00
LCD Panel 640 x 480	\$ 250.00
LCD Panel 1024 x 768	\$ 400.00
LCD One Gun Projector (800 x 600)	\$ 575.00
LCD One Gun Projector (1024 x 768)	\$ 625.00
Sony D50/1252 Data Projector*	\$ 750.00
Sony 1270/71Q Graphics Projector*	\$ 900.00
20" Multi-Sync Monitor	\$ 145.00
27" Multi-Sync Monitor	\$ 255.00
35" Multi-Sync Monitor	\$ 500.00

*Screen, source installation, operator and dismantle additional.

May require SAV operator. A minimum of three hour labor charge for installation and dismantle of projectors.

COMPUTERS & PRINTERS

We feature a full line of State-of-the-Art Computers, Monitors, Printers and Peripherals for any special meeting needs. Call for specifications and pricing.

MISCELLANEOUS OFFICE EQUIPMENT

	DAILY	WEEKLY
IBM Wheelwriter	N/A	\$ 52.00
IBM Quietwriter 8	N/A	\$ 62.00
Additional Typewriter Element	N/A	\$ 8.00
Fax Machine Plain Paper (Allowance 250, Overage \$.05)	From	\$325.00
Electric Calculator	N/A	\$ 17.00
Copy Machines	Upon Request	
Extension Cords	\$6.00	N/A
A.C. Power Strips	\$8.00	N/A

LABOR RATES (PER HOUR)

	BASIC VISUAL	AUDIO VISUAL	VIDEO DATA DISPLAY
6 A.M. - 6 P.M. MON - FRI	\$35.00	\$ 45.00	
6 P.M. - 6 A.M. MON - FRI			
AND ALL DAY SAT, SUN & HOLIDAYS	\$52.50	\$67.50	

ALL OPERATORS REQUIRE A 4 HOUR MINIMUM OVER 8 HOURS IS 1-1/2 TIME THE RATE IN EFFECT. ADDITIONAL LABOR RATES MAY APPLY BASED ON APPLICABLE TECHNICAL REQUIREMENTS.

APRIL 1998



**Southern
Audio
Visual**

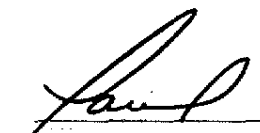

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e at Southern Audio Visual believe that great teamwork is the essence of success. By blending the talents and strengths of our people, we form a force that ensures the success of your event. Because of our teamwork, we can fulfill our commitment to you to provide the highest quality of service in the audio visual industry. A commitment as your communications experts to listen and understand your needs not only in technology, but also in providing the maximum impact when communicating your message. The success of your event depends on Southern Audio Visual providing the proper skills, attitudes and values. Our attention to detail and continuous commitment to total quality are deep rooted in our corporate value structure and drives us to exceed your highest expectations.

*As owners of Southern Audio Visual,
you have our commitment to making your experience
with us a long lasting relationship.*


Paul M. Lowenthal
President
David M. Brodie
Executive Vice President

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